



4 December 2013

MEDIA RELEASE

Grant Samuel expands as business demand doubles

Grant Samuel Funds Management has opened a representative office in Brisbane, and made a new appointment in Sydney, following a doubling in business demand over the past 12 months, says Mr Damien McIntyre, director and head of distribution at Grant Samuel

This move follows Grant Samuel's decision to open a representative office in Perth 12 months ago, significantly increasing its business development capabilities.

"The time is right to have a person on the ground in Queensland," Mr McIntyre says.

"Queensland is estimated to represent 20 per cent of the retail market for financial planner/dealer groups and we felt it required a dedicated business development manager."

Mr Steven Taylor, who has nearly 20 years experience in the industry, has been appointed State Manager for Queensland and will head up the Brisbane office.

"Steven will focus on developing our client base in greater Brisbane and Far North Queensland," Mr McIntyre says.

Mr Taylor joins Grant Samuel from Challenger Group, where he was State Manager, Queensland during a time of successful growth in Challenger's annuity and investment funds. Prior to that, he was with Credit Suisse Asset Management, Skandia and Macquarie Bank.

Increased demand in New South Wales, and a need for greater business development capability, has resulted in the appointment of Mr Shaun Thomas as a key account manager based in Sydney.

"NSW accounts for approximately 35 per cent of all financial planners in Australia, and Shaun will work alongside key account manager David Blair, in sharpening Grant Samuel's focus on the key NSW market."

Mr Thomas joins Grant Samuel from Australian Unity Investments and has over 10 years experience in business development. He has held a number of senior business development roles at Australian Unity Investments, HSBC Global Investments and Macquarie Investment Management.

“Grant Samuel Funds Management now has the key markets in Australia covered with people on the ground, significantly boosting our business development capabilities.

“The opening of the Brisbane and Perth offices, and the new appointment in Sydney, sets us up well for what is expected to be another big year in 2014,” Mr McIntyre concluded.

Grant Samuel Funds Management (GSFM) was established in July 2007 and is a subsidiary of the Grant Samuel Group, and co-owned by the executives of GSFM.

Grant Samuel Group is an independent investment advisory house founded in 1988 and owned by its executives. GSFM specialises in marketing funds managed by high calibre local and international managers to Australian institutional and retail investors.

GSFM formed an alliance in October 2007 with New York based Epoch Investment Partners, Inc. to distribute Epoch’s investment products to Australian clients.

In May 2008, GSFM acquired an equity stake in Tribeca Investment Partners, a successful Australian boutique manager which has been investing clients’ funds since 1999.

In May 2011, GSFM formed a relationship with Payden & Rygel, a Los Angeles based independent investment management firm established in 1983, to distribute its global fixed income and absolute return strategies in the Australian market.

GSFM currently represents in excess of \$4.9 billion funds under management (as of 31 October 2013).

For more information about GSFM please visit our website:

www.grantsamuelfunds.com.au

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